

Message Text

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SUBJ: PRIME MINISTER WILLIAMS MEETS WITH U.S. BUSINESS FIRMS

ALSO FOR COMMERCE/MEPD

SUMMARY

LOCAL PRESS HAS PROVIDED DETAILED REPORTS (VIA TELEPHONE INTERVIEWS) OF MEETINGS HELD WITH U.S. BUSINESS INTERESTS BY PRIME MINISTER ERIC WILLIAMS AND GOTT MINISTER OF INDUSTRY AND COMMERCE ERROL MAHABIR, WHO WERE TRAVELLING IN THE U.S. FROM OCTOBER 24 TO NOVEMBER 2. APPOINTMENTS HAVE THUS FAR CONCENTRATED PRIMARILY ON FIRMS IN PETROLEUM, PETROCHEMICAL, AND STEEL INDUSTRIES. ALTHOUGH LOCAL PRESS REPORTS MAY WELL BE GARBLED AND/OR ERRONEOUS, EMBASSY BELIEVES THAT DEPARTMENTS OF STATE AND COMMERCE SHOULD BE AWARE OF THESE MEETINGS, ESPECIALLY SINCE THEY ARE NOT LIKELY TO ATTRACT ATTENTION OF U.S. PRESS. PARAGRAPHS BELOW SKETCH DETAILS OF SOME OF THE MEETINGS, TOGETHER WITH REPORTED RESULTS (WHICH OFTEN TEND TO BE PREMATURE OR OVERSTATED, OR BOTH). END SUMMARY.

1. BEKER INDUSTRIES CORPORATION: TALS HELD WITH PRESIDENT ERROL BEKER AND VICE PRESIDENT ALFRED ASTRADA, INVOLVING ESTABLISHMENT OF AN AMMONIA-URA, BLENDED FERTILIZERS, AND PHOSPHORIC ACID COMPLEX TO BE LOCATED AT POINT FORTIN. BEKER AND ASSOCIATES ARE TO COME TO TRINIDAD IN DECEMBER FOR A SECOND ROUND OF MEETINGS.

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2. MOBIL OIL: TALKS WERE HELD WITH RAWLEIGH WARNER, CURTIS KLAERNER, AND OTHERS ON SUBJECT OF MOBIL'S FORTH-COMING OFFSHORE EXPLORATION ACTIVITIES IN TRINIDAD (MOBIL WAS ONE OF THE RECIPIENTS OF OFFSHORE AREAS RECENTLY AWARDED BY THE GOTT). OFFICIALS FROM MOBIL ARE ALSO EXPECTED TO VISIT TRINIDAD IN DECEMBER TO DISCUSS EXTENT TO WHICH THEIR FIRM MIGHT BECOME INVOLVED IN PETROCHEMICAL AND ALLIED INDUSTRIES, AND TO DISCUSS TRAINING IN THE U.S. FOR TRINIDADIAN IN THE PETROLEUM INDUSTRY.

3. WILLIAMS AND MAHABIR ALSO MET WITH REPRESENTATIVES OF A JAPANESE FIRM CALLED NISHO IWAI, DESCRIBED AS A "MAJOR JAPANESE INVESTMENT COMPANY WHICH IS INTERESTED IN EXPLORING INVESTMENT OPPORTUNITIES IN TRINIDAD AND TOBAGO," REPORTEDLY INVOLVING STEEL, IRON ORE, AND SYNTHETIC FIBERS.

4. STANDARD OIL OF INDIANA (AMOCO): DISCUSSIONS WERE HELD REGARDING THE PROPOSED JOINT-VENTURE AMMONIA-UREA PLANT, A POLYPROPYLENE BAG PLANT, AND THE PRODUCTION OF PLASTICS SUCH AS AUTO PARTS AND WIRE CABLE INSULATION. AMOCO ALSO HOSTED A RECEPTION FOR DR. WILLIAMS, AT WHICH MANY BUSINESSMEN WERE INVITED, INCLUDING OFFICIALS FROM UNITED AIRLINES, HYATT HOTELS (INTERESTED IN A HOTEL ON MARACAS BAY), INTERNATIONAL HARVESTER AND INLAND STEEL.

5. KAISER ALUMINUM AND CHEMICAL CORP: TALKS WERE HELD ABOUT KAISER'S PROPOSAL TO BUILD A JOINT-VENTURE NITROGEN COMPLEX IN TRINIDAD, TO INCLUDE THE PRODUCTION OF AMMONIA, NITRIC ACID, UREA, AND AMMONIUM NITRATE. ACCORDING TO PRESS REPORTS, KAISER ALSO OFFERED THE GOTT A MINORITY INTEREST IN AN AGRICULTURAL COMPANY TO BE ESTABLISHED IN THE U.S. BY KAISER.

6. FOOD MACHINERY CORPORATION; TALKS WERE HELD ABOUT A POSSIBLE ROLE FOR FMC IN THE FOOD PRODUCTION COMPLEX ENVISIONED BY DR. WILLIAMS TO HELP SOLVE THE CARIBBEAN AREA'S FOOD PROBLEM. FMC REPRESENTATIVES ARE ALSO EXPECTED TO VISIT TRINIDAD IN DECEMBER FOR FURTHER DISCUSSIONS.

7. NORTHERN PETROCHEMICALS: TALKS WERE HELD ABOUT EXPANDING NORTHERN'S PROPOSAL TO BUILD AN UNSPECIFIED TYPE OF PETRO-
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CHEMICAL PLANT (BELIEVED TO BE ETHYLENE) IN TRINIDAD TO INCLUDE ARRANGEMENTS FOR ADDITIONAL LOCAL DOWNSTREAM PROCESSING OF THE PLANT'S OUTPUT TO PRODUCE MORE FINISHED END-PRODUCTS.

8. U.S. STEEL CORPORATION; MEETINGS WERE HELD WITH US STEEL OFFICIALS BUT THE TOPIC WAS NOT SPECIFIED. THE SUBJECT COULD HAVE BEEN EITHER CHEMICALS OR THE PROPOSED IRON AND STEEL PROJECT.

9. PRESS ALSO REPORTED THAT PM AND HIS DELEGATION
MET WITH REPRESENTATIVES OF JAPAN'S MITSUI CORPORATION IN
CHICAGO.
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